



IPOC CONNECTION

Summer 2017

IPOC Newsletter is published on a quarterly basis

Editor: Regina Lemanowicz

INSURANCE PROFESSIONALS OF ORANGE COUNTY (IPOC)

WWW.INSURANCEPROFESSIONALSOFORANGECOUNTY.ORG

President's Message

Freeda B. Koopmans, AU, AAI

BUILDING FOR THE FUTURE



Welcome to the IPOC Connection – our first newsletter! Special thanks to Regina Lemanowicz for volunteering as editor. And thank you to the Committee Chairs that will be hard at work to provide valuable information to keep you informed and involved.

I am very proud to represent IPOC as president this term and my theme for the year is Building for the Future. We have a great year planned with informative speakers and exciting events like our annual Casino Night in September and Fashion Show in April.

We will start our year with an informative program planned for the August 2nd meeting. Our speaker is David L. Martin, Partner of Lewis Brisbols, Attorneys in Costa Mesa speaking on the topic: Recent Developments in Employment Law".

Please take a moment to check out the calendar of events.

Thank you to the new members that have joined us and to all the members who have renewed their membership.

I'm looking forward to the New Year as we Build for the Future together!

IN THIS ISSUE

[President's Message](#)

[2017-2018 Leadership Team](#)

[Membership/Safety /Legislation/Education Updates](#)

[Events](#)

[Sponsors](#)

[YNP Spotlight](#)

[Member Spotlight](#)

[2017-2018 Committee Chairs](#)

[Community Action](#)

[Brain Power](#)

[Join Now:](#)

<http://www.internationalinsuranceprofessionals.org>

2017-2018 Leadership Team

President: Freeda Koopmans, AU, AAI – freedasba@netzero.net – 714-671-1930

President Elect: Brooke Lesniak – brookeipoc@gmail.com -818-512-7686

Treasurer: Carolyn Espinoza – cmespinoza@roadrunner.com - 714-545-1826

Secretary: Deanna DeLoux - Deanna.ledoux@csaa.com 623-738-7106

Membership Chair: Megan Cohen - meganipoc@gmail.com 516-524-2341

Our Mission Statement

- IAIP-IPOC serves its members by providing professional education and an environment in which to build business alliances and the opportunity to make connections with people of differing career paths and levels of experience within the insurance industry.
- IAIP-IPOC's membership is open to all insurance professionals and risk management industries who strive for and practice professionalism, regardless of their career level.
- IAIP-IPOC) fosters and encourages diversity, offering a network for members in all career categories, all lines of insurance and all cultural and diverse backgrounds.
- IAIP-IPOC promotes mentoring, acceptance of change, personal growth and flexibility of participation.
- IAIP-IPOC's governance and the operational management exist to enable the association to carry out it's mission
- **We meet on the 1st Wednesday of every month at the Doubletree Club Hotel - 7 Hutton Centre Drive, Santa Ana, CA 92707. Members and guest are welcome.**
- Helpful Links:
- **California Council (CACIAIP)** - www.caciaip.org
- **Region VII** - www.iaipregion7.org
- **International (IAIP)** - www.internationalinsuranceprofessionals.org
- **Region VII consists of:**
- Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington



- **Deanna LeDoux** 07/12
- **Woody Aghnatos** 07/16
- **Meg Atkinson Hopper** 09/09
- **Jennifer Lamb** 09/15
- **Billie Selvedge** 09/25

BENEFITS OF MEMBERSHIP

Membership is an investment in your career! Insurance Professionals offers a community of industry professionals, professional education, and leadership development so members can gain industry knowledge, leadership skills and the confidence to successfully advance in the industry. Insurance Professionals strives to be known as the premier provider of leadership development education to its members.

As a member of IAIP, you will have incredible opportunities to make business contacts with insurance professionals in all lines of insurance throughout the country.

Industry Connections and Mentoring – Expand your circle of business contacts and knowledge through local, council, regional and international activities. The industry connections members make through these opportunities help increase their profitability and productivity. Members also have access to mentors who can advise and assist them in maximizing their career potential.

Scholarships & Awards – Members may compete for a variety of awards on the local, council, regional and international levels. Awards recognize industry excellence and achievement in areas of claims, public speaking, automation and association participation. Members may also apply for over 30 educational scholarships annually from various industry partners.

Industry Publications – Our association magazine, *Today's Insurance Professionals*, is distributed to all members, keeping them informed on major industry issues and timely articles which help them succeed in their profession. Members also receive our electronic newsletter, *The Connections*, providing information on association news and exclusive member opportunities.

Career Center – The Career Center helps keep professionals employed in the industry and offers career coaching and resume writing advice from certified specialists.

Global Community – Members are developing a network of insurance professionals at the local, state (council), regional and international levels of the association. Engage in educational programs, attend networking activities, explore professional development opportunities and more. [Find a local association](#) near you. See some examples of [state \(council\)](#) and [regional](#) IAIP events in your area.

Our **leadership** training programs combined with opportunities to serve in leadership roles in the organization allow members to successfully advance in the industry.

Professional Development – Thousands of industry professionals have participated in and benefited from our premier communications course, [Confidence While Communicating](#). During ten one-hour sessions, hone your skills in public speaking through delivery of prepared and impromptu speeches.

Certified Leadership Program – The [Certified Leadership Program](#) is a premier learning program aimed at developing essential leadership skills for career development. Individuals completing the entire program are eligible to apply for the Certified Leadership Professional (CLP) designation.

Professional Education Programs – You will be more valuable to your company because of the benefits gained from belonging to IAIP. Our [professional development programs](#) cover communication and professional skills, selling techniques, mentoring, and industry specific programs ranging from policy coverage to policy exclusions and limitations often overlooked or misunderstood by both agents and clients.

Professional Designations – Members have the opportunity to earn exclusive [professional designations](#): Certified Insurance Industry Professional (CIIP) and Diversified Advance Education (DAE). Designations provide tangible evidence of educational achievement, industry commitment and association involvement.

Online Education – Members have exclusive access to [monthly webinars](#) on relevant industry topics throughout the year.

Online CE Program – Members have access to [online continuing education](#) courses covering a variety of industry topics.

2017 International Convention Report

Regina Lemanowicz and I took a road trip on Route 66 to attend the 2017 International Convention. It was a hoot & very interesting. We arrived in Albuquerque, New Mexico safe & sound and glad to be there with our other IPOC members, Brooke Lesniak, Megan Cohen and dual member, Annette Ing-Firmeza. The convention started off Thursday morning with keynote speaker, Tami Evans – very powerful, funny and lots of advice that energized us all. You really had to be there to appreciate her. We continued with very successful education classes for all on Thursday & Friday. The Friday Night Welcome Reception with exhibitors, flamingo dancers for entertainment, (as well as one scare of a fire behind the buffet table) was exciting – and yes, the fire was quickly extinguished. A group of Region VII members even went on a 'Ghost Tour, hot Air balloon ride and, after the closing meeting on Saturday, a walk in beautiful Old Town Albuquerque. We all enjoyed reconnecting with our friends in other regions as well as making new ones and look forward to next year in St. Louis, Mo. If you've never been to a national convention, please make plans to go next year!

Freeda Koopmans, AU, AAI- IPOC Convention Delegate

2017-2018 Board of Directors

President - Linda H. Luka, CPCU, CIIP, AAI, AINS, CLP, DAE, CISR President-Elect Angie Sullivan, AIC, CIIP, CLP - Vice President - Cindy Prud'homme, AINS, CPIA, CIIP, CLP Secretary –Lauri M. Oakden -Binder, RWCS, CRIS, CLP, CIIP

2017-2018 Regional Vice Presidents

Region I RVP- Mary Corvaia, AU, CPIW

Region II RVP- Geraldine Plott, CPCU, CPD, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE, CLP

Region III RVP- Nancy Futrell, CIC, CPIW, PIAM, DAE

Region IV RVP- Tammy Wascher, CIC, CIIP, CPIA, CLP

Region V RVP- Lisa Hardin, CPCU, CPIW, AIC, AIS, ACS, DAE

Region VI RVP- Kristina Donaldson, CPCU, CISR, AINS, CPIW, DAE

Region VII RVP: Kim Cameron, CPIW, CLP.

INTERNATIONAL AWARD WINNERS

Rookie of the Year- Region VII – Helen Jang, CLP

Young New Professional of the Year – Region III-Leslie A. McClure, AAI, CPIW, PAIM, CLP, CLCS, CPII, ACSRC, DAE

Claims Professional of the Year- Region VI- Rose M. German, FCLA

Client Service Professional of the Year- Region V – Jodi L. Tjeerdsma, AAI, AFSB, AIC, AIM, AIS, ARM, AU, CIC, CPCU, CPIW, CRIS, DAE, RPLU, SCLA

Professional Underwriter of the Year-Region II – Sharyn M. Clark, AU, CPIW

Risk Management Professional of the Year – Region VII-Cathi Marx, ALCM, COSS, CHS-V, COSM

Insurance Professional of the Year- Region VII- Alison Holmes, AIS, AINS, CISR, CPIW, DAE, CLP

International Confidence While Communicating (CWC)- Region IV- Geraldine M. Parhm, LUTCF, CPIW

Membership

Megan Cohen-Membership Chair

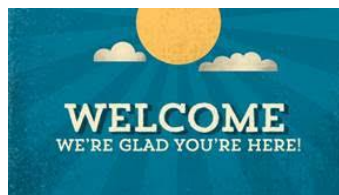


Thank you for your inspiration and good cheer as I assume my position as IPOC's Membership Chair on July 1, 2017. I look forward to speaking with potential New Members and actively seeking alternative ways to increase membership through various insurance-related outlets. While I was initially excited about taking on this new role, I felt even more passionate about it after attending Nationals in Albuquerque, New Mexico. The comradery, warm welcomes, and unyielding support was inspiring. Looking forward to an even brighter tomorrow!



Help us keep the roster up to date: Members please report any changes in address, employer or other important information to Megan Cohen at meganipoc@gmail.com.

As we begin the latter half of 2017, we are happy to announce that IPOC has **grown by two members' year to date**. Please join me in **officially welcoming** our two newest members:



*Saphyna Delgado
and María Enríquez*

Go All In and Insure Your Future by JOINING or RENEWING your membership! Simply open your browser and go to: <http://www.internationalinsuranceprofessionals.org/> Select "JOIN NOW" or "RENEW NOW" from the Main Menu and follow the on-screen instructions. If you forgot your Username or Password, click "Sign In" and follow the on-screen instructions.

Be sure to maximize your member benefits! Check out the tools and resources available to enhance your career, expand your network, learn something new and **have some fun** along the way.

In Fellowship,

Megan Cohen -Membership Chair

YOUNG/NEW PROFESSIONALS



BROOKE LESNIAK-YOUNG/NEW PROFESSIONALS CHAIR

YOUNG NEW PROFESSIONAL OF THE YEAR

An award to recognize the accomplishments of a new member who has made significant contributions to IAIP after the first 24-months of joining the association. It recognizes participation in association affairs, completion of selected insurance courses and involvement in governmental activities.

Eligibility Requirements

- Coinciding with the eligibility of the Young New Professionals group; under 40 or with fewer than 5 years of experience in the insurance industry. If a member would otherwise become ineligible due to age or experience during the membership year, as long as the member met the eligibility guidelines at the beginning of the membership year they are eligible for the award.
- Active member in good standing in the International Association of Insurance Professionals.
- The eligibility period shall consist of any time after the first 24-months from the date (month/year) the member joined IAIP. Award application can be made following the period greater than the first 24-months from the date (month/year) the member joined IAIP.
- Members with dual memberships are eligible only as a representative of their association of record.
- Previous regional and international winners are not eligible to compete for the same award.

Judging Criteria

Judging is based on typed submissions from the candidates. Complete answers are required for each question/award criteria. All activities and other information submitted by the candidate on the application form must have occurred during the applicant's time as an IAIP member. The categories of consideration include:

- IAIP Involvement
- Education
- Employment History
- Essay

2017 International Recipient:

Leslie A. McClure, AAI, CPIW, PIAM, CLP, CLCS, CPII, ACSRC, DAE
Turner, Wood & Smith Insurance Agency
Region III



2017-2018 COMMITTEE CHAIRS

ADVERTISING	FREEDA KOOPMANS – freedasba@netzero.net BROOKE LESNIAK – brookeipoc@gmail.com
AUDIT & BUDGET	FREEDA KOOPMANS - freedasba@netzero.net CAROLYN ESPINOZA - cmespinoza@roadrunner.com
AWARDS	REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net
BY LAWS	REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net
CHEER & HOSPITALITY	CAROLYN ESPINOZA - cmespinoza@roadrunner.com
EDUCATION	GINA THOMAS-PATTERSON – ginatpatterson@aol.com
EMPLOYMENT	FREEDA KOOPMANS - freedasba@netzero.net
LEGISLATION	CAROLA ERB – cserb6750@aol.com
MEDIA	REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net BROOKE LESNIAK - brookeipoc@gmail.com
MEMBERSHIP	MEGAN COHEN – meganipoc@gmail.com
NEWSLETTER	REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net
COMMUNITY OUTREACH	FREEDA KOOPMANS - freedasba@netzero.net
PROGRAMS	BROOKE LESNIAK - brookeipoc@gmail.com
PUBLIC RELATIONS	FREEDA KOOPMANS – freedasba@netzero.net
SAFETY	EVELYN GRACE – egrace@rechaixinsurance.com REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net
SCHOLARSHIPS	FREEDA KOOPMANS - freedasba@netzero.net
WAYS & MEANS	ALL MEMBERS – ipoc2013@gmail.com
WEB SITE	REGINA LEMANOWICZ – regina_lemanowicz@sbcglobal.net
YOUNG/NEW PROFESSIONALS	BROOKE LESNIAK - brookeipoc@gmail.com



SAFETY



Safety Co-Chair- Regina Lemanowicz

Tips to Prepare for Fire Season

Is your household or business prepared for fire season?

1. Get insured! - Too many people think, "It'll never happen to me." This, although positive, thought will not save your home or business, nor your contents.
2. Install and maintain your smoke alarms - The Red Cross says you may have as few as two minutes to escape your home.
3. Businesses should have a fire extinguisher and get it serviced by the fire department annually, have sprinkler systems installed, conduct evacuation drills and maintain first aid kits.
4. Remove dry leaves and needles, clear brush from around your property using a weed eater (not a lawn mower) and maintain it. - Dry brush is a major fire hazard and gardening tools with their metal blades and hot motors can spark them. Mow grass before 10am. Avoid doing this when it's hot, windy or excessively dry.
5. Keep tree branches trimmed to maintain 10 feet of distance from your chimney and home.
6. Clean your gutters, don't let leaves build up inside them.
7. Get your Heating and Ventilation system cleaned, inspected and serviced by a certified HVAC technician and your dryer ducts cleaned of lint once or twice annually.
8. Do not drive over dry grass, the hot exhaust pipes and mufflers can start fires..
9. Make an escape plan and practice it with your family. - Everyone should know what to do in case of an emergency, even young kids should be prepared.
10. Stay Safe! Once out of your house or business, stay out, Call 911 and do not go back in.

For more tips, talk to your local fire department, insurance company and Red Cross

Our motto, **"We bring back life"**, doesn't simply refer to the contents that we pack-out and restore after a fire or water damage; it refers helping our customers get back to their normal lives. So when you or someone you know, needs contents restoration due to fire or water damage, mold or asbestos abatement, call on Home Design Contents Restoration at [888-778-8911](tel:888-778-8911) we are here to help.



LEGISLATION



Carola S. Erb – Legislation Chair

AB 51, Quirk. Vehicles: motorcycles: lane splitting. Existing law requires, whenever a roadway has been divided into 2 or more clearly marked lanes for traffic in one direction, that a vehicle be driven as nearly as practical entirely within a single lane and not be moved from the lane until the movement can be made with reasonable safety.

This bill would define “lane splitting” as driving a motorcycle, that has 2 wheels in contact with the ground, between rows of stopped or moving vehicles in the same lane, as specified. The bill would authorize the Department of the California Highway Patrol to develop educational guidelines relating to lane splitting in a manner that would ensure the safety of the motorcyclist, drivers, and passengers, as specified. The bill would require the department, in developing these guidelines, to consult with specified

agencies and organizations with an interest in road safety and motorcyclist behavior.

SECTION 1.

Section 21658.1 is added to the Vehicle Code, to read:

21658.1.

(a) For the purposes of this section, “lane splitting” means driving a motorcycle, as defined in Section 400, that has two wheels in contact with the ground, between rows of stopped or moving vehicles in the same lane, including on both divided and undivided streets, roads, or highways.

(b) The Department of the California Highway Patrol may develop educational guidelines relating to lane splitting in a manner that would ensure the safety of the motorcyclist and the drivers and passengers of the surrounding vehicles.

(c) In developing guidelines pursuant to this section, the department shall consult with agencies and organizations with an interest in road safety and motorcyclist behavior, including, but not limited to, all of the following:

- (1) The Department of Motor Vehicles.
- (2) The Department of Transportation.
- (3) The Office of Traffic Safety.
- (4) A motorcycle organization focused on motorcyclist safety.



Education

IAIP will continue Webinar Wednesdays in 2017 and most of these are FREE to members (Non-Members can join for a nominal fee), so be sure to take advantage of the educational opportunities.

Date	Topic	Price
July 19	Indemnity and Insurance Issues	No charge for IAIP Members; \$15 for Non-Members
August 9	Association Leadership – Topic TBD	No charge for IAIP Members
August 16	Medical/Legal Marijuana and Workers' Compensation	No charge for IAIP Members; \$15 for Non-Members
September 20	Religious Institutions Coverage	No charge for IAIP Members; \$15 for Non-Members

Note: The Association Leadership Webinars will focus on ways to grow and maintain your chapters, they are highly recommended for all members. Remember – You get out of the association, what you put into it. Be part of the growth and success of IAIP!!

Full details and links to register can be found here: <http://www.internationalinsuranceprofessionals.org/page/eLearning>



SPONSORS

As a Not - for - Profit organization, it is critical that we have financial and in-kind support from fabulous sponsors. We encourage you to visit their websites and learn more about their services.

A huge THANK YOU to our sponsors! (Click on image to redirect and connect to their website.)



For inquiries about sponsoring an event or advertising on our website, please email us at freedasba@netzero.net or brookeipoc@gmail.com.

INSURANCE PROFESSIONALS of ORANGE COUNTY P. O. Box 1264 Tustin, CA 92781 ipoc2013@gmail.com

Sponsorship runs from July 1st through June 30th of each year. Payment is accepted by check or paypal. We will need your logo in jpg format & your website address. For additional information, please contact Freeda Koopmans at freedasba@netzero.net or Brooke Lesniak at brookeipoc@gmail.com.



YOUNG/NEW PROFESSIONAL SPOTLIGHT



BROOKE LESNIAK- The Travelers Companies

My insurance career started 10 years ago this December in San Diego, CA. I started working for a wholesale agency and then moved on to the carrier side. During my time at the carrier I worked in claims as well as underwriting. I had attended a few events for SDAIP. However, I never joined. As I look back now I wish I had joined. Most importantly is that I joined when I relocated to Orange County.

Before even attending a meeting in Orange County I joined the association. At first, I joined to meet people in my new area as I knew no one before moving here from San Diego. After attending the first meeting I knew that I made the right decision and have enjoyed my time and growing personally and professionally.

Now I am going into my third year of being in the association and have held a few positions thus far. I was the 16-17 Treasurer, YNP Chair and now for the 17-18 year I will be the President Elect and YNP Chair. I have been able to attend the CA Council, Regional Conference as well as the International Convention. Attendance has helped me learn a lot about myself, networking and insurance. I can also definitely say that I have made so many lifelong friendships from attending these conferences. I look forward to the next chapter of my IPOC Chapter and what waits for me.

Behavioral interviewing may help you better understand how a candidate performs in real life situations. Get tips on behavioral interviewing from Travelers. <http://travl.rs/2iBrkpm>

WWW.INSURANCEPROFESSIONALSOFORANGECOUNTY.ORG

IPOC MEMBER SPOTLIGHT



MEG ATKINSON, CIC, CISR, CIIP, CCSMP

Meg Atkinson began her insurance career in 1998 working for Colorado Casualty Insurance in Scottsdale, AZ as a file clerk and later, as an underwriting assistant before moving on to try her hand on the wholesale arena working for Burns and Wilcox. However, she found her niche in retail sector when she began working for an agency in Scottsdale.

Her career as an Account Manager exposed her to a number of different industries varying from Construction, Manufacturing, Technology, Life Sciences, Retail and several others with account sizes ranging from small mom-and-pop accounts to international household name companies. It is exposure to so many different industries and people that is by far her favorite part of her job!

She learned much from these experiences and continued to broaden her educational pursuits during this time completing her CIC, CISR, CIIP and CCSMP professional designations while simultaneously putting herself through college. Meg graduated Summa Cum Laude from Arizona State University's Barrett Honors College and the College of Liberal Arts and Sciences with degrees

in English and Communications. She was even able to negotiate college credit by creating a work study program through her employer and ASU to help complete her degree and also used the endeavor to assist a Human Resources colleague with updating her own professional designation.

While in Arizona, Meg managed the Commercial division of Lapre Scali and Company, now NFP Property and Casualty. Under her management, Meg oversaw approximately forty account managers in nineteen offices and for a time, also managed the IT division of the company. This opportunity was instrumental in her career and where she attributes the majority of her professional success.

As much as Meg loved her position in Arizona, personal changes brought Meg to California where she spent a brief time with Woodruff Sawyer before becoming the Select Division Manager at SullivanCurtisMonroe. Meg is currently an Account Executive with RE Harris Insurance based in Costa Mesa, CA and temporarily resides in Cape Code, Massachusetts from where she is responsible for managing the agency's east coast operations.

Meg joined The Valley of the Sun Insurance Professionals in Arizona in 2006 and transferred to IPOC in 2010 when she relocated to Orange County.

In her down time, Meg is enjoying spending time with her newborn son, Camden, his father, Chris and their two senior citizen dogs, Sebastian and Bella.

CALENDAR OF EVENTS

July	Summer Break	No Regular Meeting
August	2 nd	Business Meeting- Speaker - David L. Martin Topic: Recent Developments in Employment Law
September	6 th 22 nd	Business Meeting – Speaker -Christian Galarreta of The Travelers Companies Topic: CYBER CRIME Annual Casino Night
October	4 th 27th -28th	Regular Business Meeting-Safety California Council Meeting

IPOC business meetings are held on the 1st Wednesday of the month at Doubletree Club Hotel by Hilton
7 Hutton Centre Drive Santa Ana, CA 92707 - unless otherwise noted. Board Meetings are held the 2nd Wednesday of the month at the same location, unless otherwise noted.

Join us, bring a friend, network with industry professionals and help our community!

Follow us:



UPCOMING EVENTS



**Building Blocks for our future
Through Leadership, Vision and Ideals**



The California Council of IAIP

Proudly presents
The Annual Leadership Workshop

Saturday, July 29th
Piccadilly Inn
2305 W. Shaw Avenue, Fresno, CA 93711

Registration	8:15am to 8:45am
Morning Workshop & Snack	9:00 am to noon
Lunch	Noon to 1:00pm
Afternoon Workshop	1:00pm to 3:00pm

We welcome all officers, directors, new members and seasoned members. Use this workshop as an opportunity to learn, share and network.

Succession Planning- Insuring our Future
IAIP Past President and
Incoming Secretary's
message
RVP – Kim Cameron
PR and Membership Update
Council Update

For room reservations call 1-559-348-5520. Reference Insurance Association of Fresno for the following:
King Bed - \$85.00 (+ taxes) or 2 Queen Beds - \$89.00 (+ taxes) (Buffet Breakfast included for those booking a room.)
Cutoff for reservations at the Piccadilly Inn are 7-7-17 for special room rate.
Cost: \$45.00 per person (includes Power snack, lunch & materials)

Make checks payable to: Ins. Assoc. of Fresno
Email registration form to Kim.combs@dibu.com
Mail with registration form and check to: Ins. Assoc of Fresno, P.O. Box 25276, Fresno,
CA 93729-5276

Questions – Contact Kim Combs – Kim.combs@dibu.com

Name _____ Phone # _____
Email _____ Association _____

SEE YOU JULY 29TH, 2017 IN FRESNO, CA

CANCELLATIONS MADE AFTER 7/22/2017 WILL BE INVOICED



INSURANCE PROFESSIONALS OF ORANGE COUNTY

A local Chapter of the International Association of Insurance Professionals

Cordially invites you to our August 2, 2017 Dinner Meeting

Speaker: David L. Martin, Attorney and Partner with the firm of

Lewis Brisbols Attorneys, Costa Mesa, California

Topic: Recent Developments in Employment Law' – a 1 Hr. C.E. Class

5:30 p.m. Registration & Networking – 6:10 p.m. Dinner

DoubleTree Club Hotel, 7 Hutton Centre Dr., Santa Ana, Ca.

Cost: \$30.00 with RSVP by Friday July 28, 2017; \$35.00 at the door or

\$32.00 if by PayPal – *visit our Website at:*

<http://www.insuranceprofessionalsoforangeounty.org>

Includes Dinner & Complimentary Self-Parking

-----RSVP BY FRIDAY, July. 28, 2017-----

Name/Title_____Company Name_____

Contact e-mail_____Phone _____

Address_____City, State, Zip_____

of Attendees_____Total Amount Enclosed \$_____

RSVP TO: Carolyn Espinoza at cmespinoza@roadrunner.com

Make Checks Payable to: IPOC, P. O. Box 1264, Tustin, Ca. 92781

Note: Cancellations received on or after Monday July 31, 2017, may be billed for the price of dinner.

"OPPORTUNITY DRAWING PRIZES GREATLY APPRECIATED"

INSURANCE PROFESSIONALS OF ORANGE COUNTY



**....are pleased to present.... *FEELING LUCKY*
Casino Night Annual Event and Fundraiser
Friday, September 22, 2017**

Doubletree Club, 7 Hutton Center Drive Santa Ana, CA 6:00 pm - 10 pm - Doors Open @ 5:00 pm
Join us for another legendary night of Dinner, Drinks & Gaming....

Registration/Purchase – and/or - Sponsorship:

Contact Name: _____

Company: _____

Address: _____

Telephone: _____ Email: _____

of tickets: ____ Payment Method: *Check or Invoice Me (circle)* Sponsor Level (if applicable) _____

Ticket includes (1 drink/\$100 Chips/Dinner)

\$55 (w/advance purchase by check/mail)

\$58 via PayPal (*service fee included) or \$60 at the door

Please make checks payable to - Insurance Professionals of Orange County

Hotel Accommodations: Room Rate \$139.00 plus tax and fees includes breakfast and parking

Reservations by September 1st to reserve your room rate

Your web page address is: <http://doubletree3.hilton.com/en/hotels/california/doubletree-club-by-hilton-hotel-orange-county-airport-SNAFMDT/index.html>

Group Name: IPOC CASINO NIGHT 2017
Group Code: IPC
Check-in: 22-SEPT-2017 Check-out: 23-SEPT-2017
Phone Number: 714 656-1659

RSVP/Registration/Inquiries CONTACT: Carolyn Espinoza cmespinoza@roadrunner.com; Phone 714-545-1826
Mail Form to: PO Box 1264 Tustin, CA 92781



<http://www.insuranceprofessionalsoforangecounty.org>



Sponsor Inquiries Email: Brooke Lesniak - brookelPOC@gmail.com or Freeda Koopmans - freedasba@netzero.net

SPONSOR OPPORTUNITIES

DIAMONDS \$1,000

- Logo or name on Pre-Casino Night Postcard and Flyer
- Listing on Sponsorship Poster at entry to Casino Night
- Premium full-page ad in Casino Night Program
- Admission for Six & Reserved Corporate Table
- Acknowledgment from Casino Night Stage
- Listing in Casino Night Program/IPOC website

SPADES \$750

- Logo or name on Pre-Casino Night Postcard and Flyer
- Listing on Sponsorship Poster at entry to Casino Night
- Premium full page ad in Casino Night Program
- Admission for Four
- Acknowledgment from Casino Night Stage
- Listing in Casino Night Program/IPOC website

CLUBS \$500

- Logo or name visibility at table as Casino Night Table Sponsor
- Listing on Sponsorship Poster at entry to Casino Night
- Half page ad in Casino Night Program
- Admission for Two
- Acknowledgment from Casino Night Stage
- Listing in Casino Night Program/IPOC website

HEARTS \$250

- Logo or name visibility at table as Casino Night Beverage or Food Sponsor

Proceeds benefit our Community Action Programs and CSUF Scholarship Fund

Live the Monterey Dream in 2017 October 27th and 28th

Let us welcome you with open arms...



Enrich your mind with educational offerings...

Horse around a little with your friends...



Splash in the waters of Monterey Bay...



*Relax at the
beautiful & scenic
Embassy Suites
Seaside, CA
\$169.00/night*



Insurance Professionals of Monterey Bay

IPOC GIVES BACK

OUR LOCAL COMMUNITY ACTION PROGRAM INCLUDES SCHOLARSHIPS TO CAL STATE FULLERTON AS WELL AS DONATIONS TO MARY'S KITCHEN, WOMEN HELPING WOMEN AND MEN2WORK AND LONG BEACH VETERANS HOSPITAL . PLEASE SEE ONGOING LIST OF ITEMS BELOW THAT CAN BE BROUGHT TO EACH MEETING. WE APPRECIATE YOUR SUPPORT.

White Socks (new)
Underwear (new)
Back Packs
Razors
Toiletries (travel size)
Cleaning Supplies
Sleeping Bags
Jeans/Jackets/Office and Interview Attire
Bicycles
OCTA Bus Passes, preferably 30-day passes
Motel/Hotel Vouchers preferably 30-day vouchers
Cell Phones/Prepaid
Hair Accessories
Hair Brushes (Small)
Hair Care Products
Moisturizers (After Wash)
Prepaid Gift Cards and Cash Contributions



BRAIN POWER

Summer

Find and circle all of the summer words that are hidden in the grid.
The remaining letters spell an additional summer item.

J	U	N	E	S	T	S	S	S	S	Y	K	S	E	U	L	B	M
U	S	M	E	A	U	Y	E	O	U	H	I	K	I	N	G	S	A
S	M	W	E	E	A	N	L	U	B	N	W	A	S	E	Y	R	E
U	T	W	I	R	R	S	G	I	C	A	B	L	N	A	R	E	R
N	S	H	V	M	T	C	C	L	T	E	A	U	D	T	V	L	C
T	Y	U	G	I	M	Y	S	E	A	D	B	I	R	S	S	K	E
A	G	L	C	I	C	I	R	N	N	S	L	R	R	N	D	N	C
N	R	E	U	L	F	M	N	A	U	O	S	E	A	R	G	I	I
O	E	A	E	J	E	R	S	G	H	S	W	E	A	B	N	R	C
S	E	D	A	L	B	R	E	L	L	O	R	O	S	R	I	P	R
C	N	A	O	F	L	O	G	T	L	T	B	T	E	E	T	S	E
H	G	N	I	H	S	I	F	F	A	E	O	A	E	E	A	H	C
O	R	C	A	M	P	I	N	G	T	W	T	H	B	Z	O	C	C
O	A	C	I	N	C	I	P	A	W	A	S	P	S	E	B	A	O
L	S	F	L	I	E	S	K	M	O	S	Q	U	I	T	O	E	S
T	S	U	G	U	A	S	I	L	L	A	B	E	S	A	B	B	O
G	N	I	N	E	D	R	A	G	S	U	N	S	H	I	N	E	N

ANTS	FISHING	JULY	SUNBURN
AUGUST	FLIES	JUNE	SUNGLASSES
BARBECUE	FLOWERS	MOSQUITOES	SUNSCREEN
BASEBALL	GARDENING	NO SCHOOL	SUNSHINE
BEACH	GOLF	PICNIC	SUNTAN
BEES	GREEN GRASS	ROLLER BLADES	SWEAT
BICYCLE	HAT	SANDALS	SWIMMING
BLUE SKY	HIKING	SKATEBOARD	U V RAYS
BOATING	HOLIDAYS	SOCCER	WASPS
BREEZE	HOT	SOLSTICE	WATER FIGHTS
CAMPING	ICE CREAM	SPRINKLERS	WATERMELON